

RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108

Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

July 29, 1997

RJR Account #281200
Ms. N. Hibbert
HIBBERT & McGEE, INC.

DORAL BUY ONE CARTON GET 5 PACKS FREE / PROMOTION #701646

Dear Nancy:

DORAL pre-sleeved gratis product (6M), along with *Doral Live* product, has been ordered (see quantities listed below) to ship this promotion to participating retail accounts on the attached Customer List. R. J. Reynolds' sales personnel will assemble offers at store level.

DORALGRATIS BRAND STYLE	GRATIS UPC Code	#/ (6M) Gratis Cases	DORAL LIVE BRAND STYLE	LIVE UPC Code	#/ (12M) Live Cases
<i>Light 100</i>	12300-21775	<u>2</u>	<i>Light 100</i>	12300-15212	<u>2</u>
<i>FF 100</i>	12300-21776	<u>1</u>	<i>FF 100</i>	12300-15312	<u>1</u>
<i>Men Lt 100</i>	12300-21858	<u>1</u>	<i>Men Lt 100</i>	12300-15812	<u>1</u>
<i>Ult Lt 100</i>	12300-21860	<u>1</u>	<i>Ult Lt 100</i>	12300-16712	<u>1</u>

Product / Premium Arrival:

August 19, 1997

Ship Date to Retail:

Week of: August 25, 1997

EFT \$ Amount:

\$2,792.83

Non-EFT \$ Amount:

\$N/A

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you \$9.00 per live 12M case for all product packed and shipped to retail on a timely basis. This equates to \$45.00 (5 (12M) case(s) @ \$9.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

/jc

cc: R. Tanchyk

Enclosure: Customer List

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

DORB1CG5.DOC

51852 1973

PROMOTION #701646: DORAL BUY 1 CARTON GET 5 PACKS FREE

SHIP NUMBER OF CARTONS AS INDICATED [LIVE (12M) PRODUCT AND GRATIS (6M) PRODUCT] TO STORES LISTED.

**** R.J. REYNOLDS SALES PERSONNEL WILL ASSEMBLE AT STORE LEVEL.**

#LIVE CARTONS

#/GRATIS CARTONS

PROCESS															DATE				TIME				TOTAL		HIBBERT																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																													
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Source: <https://www.industrydocuments.ucsf.edu/docs/ntnn0000>

GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT

09/25/97

ACCOUNT NUMBER: 281200	HIBBERT & MCGEE INC
VOUCHER NUMBER: 15371525	9 PLEASANT ST
DATE WRITTEN: 09/25/97	EAST BARRE , VT 5649
STATUS: PAID	
AMOUNT PAID: 45.00	SEND CHECK TO: PAYEE

DESCRIPTION	UNITS	AMOUNT
'97 VAP SHIPPING	5.00	45.00

EXPLANATION: DORAL 5 PK CTN PROMO 701646 - RT

51852 1975